

USTDA Update

Volume 11, Issue 2 • Summer 2005

USTDA and NOAA Sponsor Asia-Pacific All-Hazards Workshop

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Preparations for future natural disasters and other hazards through the development of modern warning systems and response capabilities was the focus of a recent U.S. Trade and Development Agency (USTDA) and National Oceanic and Atmospheric Administration (NOAA)-sponsored workshop for Indian Ocean tsunami-affected countries and Asia-Pacific Economic Cooperation (APEC) forum economies.

The event, which was held in partnership with APEC and in cooperation with other U.S. government agencies, brought emergency preparedness and disaster management experts from the United States government, international organizations and the private sector together with decision makers from Indian Ocean and APEC economies.

"In the wake of last year's devastating tsunami, economies are identifying the best strategies to protect their citizens from future natural disasters and national emergencies," said USTDA Director Thelma J. Askey. "This workshop offered an opportunity to share information and best practices and to learn about the latest technology that can be used to implement effective solutions."

A key objective of the workshop, which attracted nearly 200 participants from 19 countries, was to promote an effective response to a range of natural and man-made disasters and emergencies. To this end, the workshop facilitated an ongoing regional dialogue on the development and sustainability of all-hazards information and risk management systems. It also provided an overview of an all-hazards early warning system, with a special emphasis on interoperability among the national

systems currently being developed in tsunami-affected economies.

In addition, the event featured case studies and technologies in all-hazards risk reduction from the United States and Asia-Pacific region.

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Participants in the All-Hazards Workshop opening plenary included (left to right) Henry Steingass, USTDA Regional Director for Asia; Geoffrey Jackson, USTDA Policy and Programs Director; Ambassador Lauren Moriarty, U.S. Senior Official for APEC; Dr. William J. Brennan, Deputy Assistant Secretary of Commerce for International Affairs, NOAA; Ambassador Douglas A. Hartwick, U.S. Tsunami Task Force Coordinator; and Dr. Charles Groat, Director, U.S. Geological Survey.

USTDA Supports Key U.S. Policy Initiatives

STDA supports approximately 200 activities each year designed to provide overseas project sponsors with access to U.S. private sector expertise and technology. Many USTDA activities also support specific U.S. foreign policy priori-



Geoff Jackson, USTDA Policy and Programs Director

ties. Through the application of U.S. business solutions in the pursuit of U.S. policy objectives, USTDA helps to ensure that the results are commercially sustainable and viable.

Recently, *Update* interviewed Geoff Jackson, USTDA Policy and Programs Director, regarding the agency's policy-related activities and the commercial opportunities that these activities present for U.S. firms.

UPDATE: What can you tell us about USTDA support for U.S. foreign policy objectives?

GEOFF JACKSON: USTDA supports U.S. policy priorities by offering commercial solutions to development challenges, by keeping in close contact with our overseas and domestic clients, and by participating in the interagency process. Understanding how projects are defined, developed and implemented is our business, and it is a unique skill within the U.S. government. This expertise is particularly helpful to advancing many of the Administration's foreign policy priorities. Our commercial brand of foreign assistance and ability to respond quickly and creatively is highly respected in the foreign assistance community.

UPDATE: What policy initiatives is USTDA currently supporting? Can

Continued on page 5

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THELMA J. ASKEY Director's Message

he success of USTDA's program is dependent on the strength of the agency's relationship with its many partners overseas, in the U.S. business community, and at other U.S. government agencies. By communicating with our partners, we can identify our shared priorities, and work effectively together to advance those objectives.

This issue of *USTDA Update* presents a new layout that is designed to communicate more effectively our goals and activities. I hope that it will provide you with current and useful information about USTDA priorities that will lead to even closer interaction with our existing partners, as well as the potential to establish new relationships.

The focus of this issue is on USTDA policy-related activities. This area is an important means by which the agency, as part of the U.S. government's foreign assistance team, helps to further U.S. policy priorities.

Examples include our trade capacity-building activities that help to develop the necessary overseas infrastructure and institutional capacity to support U.S. trade policy goals. Other examples include the agency's activities related to reconstruction in Iraq, Afghanistan, Haiti, and the Indian Ocean tsunami-affected countries, as well as our activities in support of the Middle East Partnership Initiative and the African Growth and Opportunity Act.

By targeting our resources in these and other policy areas, USTDA can benefit from the attention that other agencies are giving to the same objectives and thereby increase the likelihood of our success. At the same time, we broaden the potential results from any one activity by linking it to the overarching policy objectives associated with it.

Looking ahead, USTDA will continue to evolve and modify its priorities in response to a changing world. As we continue to communicate and coordinate with our partners in carrying out our mission, I hope that this newsletter will further that dialogue by effectively communicating the agency's areas of focus and achievements.

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About USTDA

The U.S. Trade and Development Agency (USTDA) advances economic development and U.S. commercial interests in developing and middle income countries. The agency funds various forms of technical assistance, feasibility studies, training, orientation visits and business workshops that support the development of a modern infrastructure and a fair and open trading environment.

USTDA's strategic use of foreign assistance funds to support sound investment policy and decision-making in host countries creates an enabling environment for trade, investment and sustainable economic development. Operating at the nexus of foreign policy and commerce, USTDA is uniquely positioned to work with U.S. firms and host countries in achieving the agency's trade and development goals. In carrying out its mission, USTDA gives emphasis to economic sectors that may benefit from U.S. exports of goods and services.

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Regional Summaries

ASIA:

Facilitating Southeast Asia Connections

sia represents the world's largest, Afastest-growing and most innovative telecommunications and information and communications technology (ICT) market, with the potential for up to one billion new subscribers in the coming decade. Southeast Asia is at the center of this growth, with steady economic development promoting greater telephone density and expanded information technology use.

To ensure growth and investment in this critical sector, the United States supports regional efforts to adopt policies that promote an optimal enabling environment. To advance these goals, USTDA hosted a major regional conference on telecommunications and ICT infrastructure in Bangkok, Thailand, under the theme Southeast Asia Connections. The conference included participation by senior U.S. government and regional officials from Indonesia, Laos, Malaysia, Papua New Guinea, Philippines, Thailand and Vietnam. Including U.S. corporate participation, nearly 200 attendees participated in an event that profiled the latest technological and regulatory trends in this dynamic economic sector.

Mr. Kitti Limskul. Vice Minister of the Prime Minister's Office of the Kingdom of Thailand, delivers opening remarks at USTDA's Southeast Asia Connections Conference.



broadband wireless, e-government and e-commerce

applications, and voice-over-internet protocol.

A special session on disaster communications management was particularly relevant following last year's devastating tsunami. USTDA Policy and Programs Director Geoff Jackson opened the session with an announcement of USTDA funding support for a Southeast Asia Disaster Communications Management Training Program. Under the program, USTDA will fund training for 13 delegates from the countries participating in the conference at the United States Telecommunications Training Institute later this year.

For additional information on the commercial opportunities presented at the Southeast Asia Connection Conference, a project resource guide is now available through USTDA's Information Resource Center by calling (703) 875-4357.



LATIN AMERICA AND THE CARIBBEAN:

Expanding the Capacity for Growth in Latin America and the Caribbean

In certain natio

n early 2005, USTDA prioritized the development of the agency's country portfolio in Haiti and supply chain security activities in Latin America and the Caribbean.

As part of the Bush Administration's ongoing commitment to accelerate economic growth in Haiti, USTDA recently completed a multi-sector definitional mission (DM) to identify projects for agency support that will enable Haiti to move forward in achieving its developmental goals. The recommendations of the DM will lead to strategic project investments in Haiti in targeted areas.

For example, USTDA is considering technical assistance for the state-owned electricity company, Electicite d'Haiti, to assess new investment and priority reconstruction projects in electricity generation, transmission, and distribution. USTDA is also exploring possible assistance related to airport security and the modernization of the Port-au-Prince International Airport.

Security was also the focus of a recent series of customs modernization symposia that USTDA sponsored in Colombia. The theme of the events was combining sound security measures in a system that also addresses trade facilitation needs. Over 300 Colombians participated in the events, reflecting the regional demand for support in capacity building in this key element of international trade. Looking ahead, USTDA anticipates support for additional supply chain security activities in other Latin American countries, which will strengthen the region's capacity for increased trade.

Across the region, USTDA is working with strong partners to target its assistance in areas that will produce maximum developmental and commercial benefits.

SUB-SAHARAN AFRICA:

USTDA Supports 2005 AGOA Ministerial

STDA is honored to support the 2005 U.S.-Sub-Saharan Africa Trade and Economic Cooperation Forum to be held July 18-20 in Dakar, Senegal. The agency will lead separate workshops at the event on infrastructure finance and investing in Africa.

The Forum is an essential element of the African Growth and Opportunity Act (AGOA), which extends a broad range of trade preferences to eligible African countries. The Forum will bring together governments of the United States and of the 37 AGOA-eligible countries, as well as representatives from the private sector and civil society. Participants will discuss how AGOA can continue to be a vehicle to increase trade and investment between the United States and sub-Saharan Africa.

AGOA is already a success, having increased twoway trade with Africa and diversifying the range of products being traded. Non-oil AGOA imports from Africa to the United States increased 22 percent in 2004 to \$3.5 billion. Africa is also becoming an increasingly attractive market

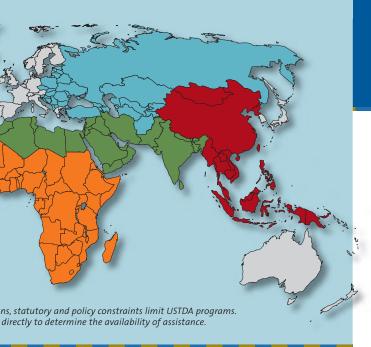
for U.S. exporters, as U.S. exports to Africa rose 25 percent last year to \$8.6 billion.

The 2005 Forum will focus on encouraging countries to further diversify their exports by taking advantage of the broad range of products eligible for preferential treatment under AGOA. In the pursuit of this goal, USTDA recognizes the importance both of Africa's ability to attract investors and to finance infrastructure projects and is targeting the agency's participation in the Forum in these areas. Looking ahead, USTDA will continue to play a role in the development of Africa's transportation and power infrastructure, as well as expanding the institutional capacity of the governments of AGOA-eligible countries to support a broader commercial relationship with the United States.

For more information about AGOA or the Forum, visit www.agoa.gov.



Delegates from a USTDA . Namibian Trans-Kalahari Corridor Orientation Visit.



EUROPE AND EURASIA:

ICT Focus in Europe and Eurasia

The establishment of a modern competitive information and communications technology (ICT) sector is an important factor supporting economic growth. ICT cuts across many industries, and also can play a role in increasing transparency and efficiency in delivery of government services. For these reasons, USTDA has intensified its focus on activities in the ICT sector in Europe and Eurasia.

Recent examples of ICT projects illustrate the range of activities in this key sector. In Bulgaria, USTDA is funding a study on an



His Excellency Dr. Ali Abbasov (left), Azerbaijan's Minister of Communications and Information Technology, and Mr. Jason Hyland (right), Chargé d'Affaires at the U.S. Embassy in Baku, shake hands following the award of a USTDA grant for technical assistance related to the Ministry's restructuring.

integrated emergency management system, while in Romania, USTDA has awarded separate grants on the development of a modern national forestry cadastre and an e-government initiative for Bucharest. The latter project aims to increase transparency and citizen services at the municipal level, a priority of Romanian President Basescu, who previously served as Mayor of Bucharest. The Romania studies build on earlier USTDA projects, several of which are being implemented with U.S. equipment and technology.

In Azerbaijan, USTDA provided a grant to the Ministry of Communications and Information Technologies for technical assistance related to its strategic and organizational restructuring. This will enable the Ministry to enhance its understanding of modern practices in this important sector and to develop policies that encourage competition and free market principles.

During the past few months, USTDA also awarded grants in other vital sectors in the region. In Tajikistan, for example, the agency awarded a grant on two hydroelectric rehabilitation projects. In Afghanistan, USTDA expanded its portfolio with the award of a grant to the Ministry of Transportation for technical assistance on civil aviation legal and regulatory matters.

USTDA will continue to build on its record of success in Europe and Eurasia by helping to establish the infrastructure in the region that is necessary for economic growth.

MIDDLE EAST, NORTH AFRICA, AND SOUTH ASIA:

Promoting Development in the Middle East and North Africa

The Middle East Partnership Initiative (MEPI), a Presidential initiative created to support economic, political, and educational reform in the Middle East, presents numerous opportunities for USTDA to support economic development in this critical region, particularly in Morocco.

MEPI and the U.S.-Morocco Free Trade Agreement (FTA) have invigorated interest in economic partnerships with Morocco. Most recently, USTDA funded an orientation visit for Moroccan delegates that promoted the FTA's economic benefits. The orientation visit included a series of conferences that provided attendees with information about how the FTA and Morocco's business climate can increase bilateral commercial ties.

USTDA is also evaluating projects for potential grant funding in port security and supply chain management in Morocco. The agency is giving particular attention to project proposals related to the establishment of a new special economic zone and port complex around the northern city of Tangier. In addition to improving trade in the region, these projects hold the potential for U.S. exports in the implementation of security systems and supply chain technologies.

Another important partner in the region is Iraq, where USTDA's portfolio has continued to grow. Ongoing activities include a study on an information and communications technology center for women that is expected to provide increased educational opportunities for Iraqi women and support the use of U.S. technology.



USTDA Country Manager Leila Aridi Afas (standing) meets with a delegation from Morocco to discuss trade capacity-building activities in support of the US-Morocco FTA.

Upcoming Events Lineup

India Municipal Finance Orientation Visit (OV)

USTDA is sponsoring an OV to improve the capacity for municipal finance in water and sanitation infrastructure in India. The OV will incorporate visits to U.S. municipal finance institutions, such as state level bond banks, and financial service providers to demonstrate U.S. practices and technology capabilities, including banking software, accounting services, and general financial infrastructure.

DATES: July 9–19, 2005 LOCATIONS: Washington, D.C.; New York, NY; and

Phoenix, AZ

contacts: Olympia Brescia
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West and West-Central Africa Port OV

This USTDA-funded OV is designed to introduce West and West-Central African decision makers to U.S. suppliers and service companies, U.S. shipping operators and U.S. port operators. The delegates will visit port complexes similar to the ports that will be represented by the delegation, including deepwater, container and bulk load, transshipment, heavy minerals, and petroleum products.

DATES: July 10–20, 2005
LOCATIONS: New York, NY;
Houston, TX; and
Duluth, MN
CONTACTS: Deborah Palmer

(703) 255-1101 x112

MAIL: dpalmer@decisionanalysis.net

Algeria Oil Spill Response and Port Security OV

U.S. policy and practices in the areas of oil spill response and port security will be the focus of an upcoming OV for Algerian officials. Topics to be addressed include the U.S. Container Security Initiative, oil spill prevention standards, rapid response procedures, and the implementation of a national response plan. Information on related U.S. technologies will also be presented, such as state-of-the-art containment and cleanup equipment, gamma-ray scanners, and transportation security technology for port applications.

DATES: TBD LOCATIONS: TBD

contacts: Deborah Palmer (703) 255-1101 x112

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POLICY INTERVIEW continued from page 1

you give us some examples of USTDA policy-related activities?

GEOFF JACKSON: There is a renewed and increased emphasis on the development of infrastructure to help with poverty alleviation that is consistent with USTDA's mission. To this end, we are working closely with the National Security Council and donor countries on developing new approaches to foreign assistance in sub-Saharan Africa that will be considered by the Group of Eight (G-8) nations in the coming months.

In addition, USTDA has made an important contribution to tsunami reconstruction by funding several technical assistance and training activities. We also continue to work closely with the Office of the U.S. Trade Representative in providing trade capacity-building (TCB) assistance to countries to help eliminate barriers to trade involving customs, standards and intellectual property rights protection. This includes projects supporting active trade negotiations in Thailand and the Andean region.

UPDATE: How do these activities benefit U.S. firms?

GEOFF JACKSON: In the policy arena, we are selecting activities that support specific U.S. policy goals, so there is political momentum and resource commitment behind the efforts. These activities, such as our TCB activities, have the objective of opening broad-based commercial opportunities for U.S. firms that extend beyond the scope of a specific project. The goal is to establish the business climate and infrastructure in host countries that is necessary to support expanded commercial relationships.

UPDATE: How do you see the agency's policyrelated work complementing its traditional portfolio of sectors and activities?

GEOFF JACKSON: While a feasibility study, for example, is necessary and important for infrastructure investment decisions, our policy work lays the foundation for many of these activities to occur. Without transparency and non-discriminatory industry standards, U.S. companies otherwise may be disadvantaged in competing for a major procurement opportunity.

To illustrate, our efforts to inform Chinese health officials about U.S. food safety regulations with respect to genetically modified crops helped to open the Chinese market for the sale of U.S. soybeans. The agency has also had success related to overseas standards in the energy, services, aviation, and construction sectors.

UPDATE: Thank you for your time.

USTDA Experience Supporting U.S. Policy Objectives

STDA's policy-related experience demonstrates a proven track record of success across a wide range of sectors and initiatives.

Activity areas include:

- Trade and Transportation Security
- Iraq and Afghanistan Reconstruction
- South Asia Regional Integration
- AGOA/Sub-Saharan Africa Infrastructure
- Middle East Partnership Initiative
- Tsunami Response and Recovery
- Environmental Initiatives
- Western Hemisphere Trade Facilitation
- Haiti Reconstruction

Examples of USTDA Support

Transportation Safety and Security: Within the Asia Pacific Economic Cooperation (APEC) forum, USTDA has supported numerous capacity-building activities. Examples include supply chain security in Thailand, the Regional Trade and Financial Security Initiative at the Asian Development Bank, and regional maritime and port security assessments.

In the aviation subsector, USTDA is helping to coordinate U.S. technical assistance by serving as the lead agency on the Inter-Agency Committee on International Aviation Safety and Security (CIASS). Specific aviation activities include seminars for host country officials on International Civil Aviation Organization requirements. USTDA also funded the creation of Aviation Cooperation Programs in both China and India.

Afghanistan and Iraq Reconstruction: USTDA moved quickly to establish its program in Afghanistan and Iraq when those opportunities became available. In Afghanistan, USTDA is active in the areas of telecommunications, oil and gas, civil aviation, industrial parks capacity building, higher education, power, and hotels.

In Iraq, USTDA is funding training for accountants on modern practices and two separate programs on information and communications technology (ICT), including one especially designed for women. Other Iraq activities include the design of a railway strategic plan, technical assistance in the oil and gas sector, the development of a web-based inventory management system for the Trade Ministry, and orientation visits in the rail, private banking, and housing and construction sectors.

South Asia Regional Integration: Working closely with the State Department, USTDA has advanced regional cooperation through the promotion of a favorable business policy framework and the development of cross-border infrastructure projects. USTDA activities include separate regional

conferences in 2004 on telecommunications policy and transportation logistics and security.

AGOA/Sub-Saharan Africa Infrastructure:
USTDA is assisting countries in utilizing the benefits available under the African Growth and Opportunity Act (AGOA). These include projects in the manufacturing, rail and port, telecommunications, aviation, environmental and power generation sectors. USTDA also provides technical grants to African nations seeking to embrace market-opening policies.

Middle East Partnership Initiative (MEPI): Through the creation of USTDA's newly configured Middle East, North Africa and South Asia (MENASA) region, the agency plans to be more engaged in MEPI. For more information, see the MENASA article on page 4.

Tsunami Response and Recovery: USTDA facilitated Thailand's access to U.S. environmental and early warning systems specialists in early 2005. For information on a recent USTDA workshop to help countries more effectively prepare for natural disasters and other hazards, see cover feature on page 1. USTDA is currently developing a financing recovery and capacity-building workshop for small and medium enterprises and expects to provide project preparation assistance for infrastructure rehabilitation.

Environmental Initiatives: USTDA is an active participant in the White House-sponsored Inter-Agency Working Group on Trade-Related Environmental Capacity-Building Activities. Presently, USTDA is planning a program in the areas of: institutional capacity-building and regulatory assistance; industry best practices and voluntary mechanisms; industry project investment analysis; and methods of financing.

Western Hemisphere Trade Facilitation: USTDA is actively involved in the Partnership for Prosperity in Mexico in the areas of financial reform, transportation infrastructure and security, housing, and customs modernization. Throughout the region, USTDA has supported ongoing U.S. trade negotiations by fostering the institutional and infrastructure capacity necessary to sustain increased trade. Other key sectors for USTDA activity in the region include ICT and power generation.

Haiti: USTDA has identified a pipeline of activities designed to support efforts to facilitate economic growth in Haiti. For specifics, see the Latin America and the Caribbean article on page 3.



U.S. Trade and Development Agency

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- Summaries from USTDA's five newly restructured regions

USTDA Activities Support U.S. Transportation and Tsunami Recovery Priorities

ransportation infrastructure as a catalyst for development and tsunami recovery issues were priorities of USTDA Director Askey's recent visit to India and Thailand. Director Askey traveled to the region as part of a U.S. delegation led by Transportation Secretary Norman Y. Mineta.

During the visit, Director Askey met with senior Indian and Thai officials to discuss possible areas for partnerships with USTDA. In addition, she announced the agency's support for four new activities.

In India, Director Askey joined with Secretary Mineta in announcing the U.S.-India Aviation Cooperation Program (ACP). The ACP, a public-private partnership, will provide a forum to develop and implement cooperative aviation sector activities between U.S. public and private sector entities and the Government of India.

Director Askey also announced a South Asia transportation and trade facilitation conference that will take place in late 2005. The event reflects the reality that transportation and trade facilitation are vital for economic growth in the region and will promote a public-private dialogue on how best to build that framework in South Asia.

In Thailand, Director Askey announced a regional aviation safety symposium for Asia-Pacific Economic Cooperation forum economies. In particular, the event will develop the region's capability to implement Area Navigation/Required Navigational Performance technology, which is based on the U.S. Global Positioning System and associated augmentation systems.

Finally, recognizing the impact of last year's devastating tsunami on small and medium enterprises (SMEs),



Director Askey announced USTDA sponsorship of an Asia Regional SME Financing and Capacity Building Workshop. The goal of the workshop will be to increase the stability of SMEs in the event of future catastrophes by providing information on best practices in the area of SME financing.

Overall, Director Askey's visit reinforced the agency's program in this dynamic region and laid the groundwork for upcoming activities that will facilitate U.S. commercial participation in the region's development. During the U.S. delegation's visit to Thailand, USTDA Director Askey (second from left) and Transportation Secretary Mineta (fifth from left) attended a luncheon sponsored by the American Chamber of Commerce in Thailand.